

## BACKGROUND AND CREDENTIALS



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## Mike Blanchard Director NZ

### About

Mike has over 25 years Senior Executive Management & Consulting experience with expertise in business transformation, procurement, agile project management and change management across a broad range of sectors.

As Chief Procurement Officer at Sydney Trains Mike led the negotiation of major civil infrastructure projects. He also led the strategic accelerated delivery of SAP EAM, ROC (both construction and technology) and CCTV unlocking customer value during a period of high-volume complex projects. He was selected by the Transport Secretary to attend the Accelerator Program for 20 Directors in training.

Mike has a proven record of managing large strategic projects, including, as COO at the Tertiary Education Commission responsible for \$3.2bn investment funding and the new restructure with the merger of Careers NZ.

Industry experience includes Public Sector, Financial Services, Retail,, Telco, Transport, Power / Utilities, Tertiary Education, Construction and Consulting Services.

### Relevant Experience

1. Principal Consultant – Supply Chain /ERP
2. Head of Commercial Services– Westpac
3. Interim CE – Apprenticeship Training Trust
4. Program Manager – Bank New Zealand
5. Deputy CE / COO Tertiary Education Commission
6. CPO –GM Strategic Procurement – Sydney Trains
7. Group Manager Supply Chain – Transpower NZ
8. Managing Director – TeleWare Ltd – APAC
9. GM – Ericsson NZ

### Clients /Organisations

1. Ministry of Business
2. Tertiary Education Commission
3. Bank of New Zealand
4. Westpac Bank
5. Sydney Trains
6. Transport NSW
7. Transpower NZ
8. Gen-I / Telecom NZ
9. TeleWare APAC
10. Ericsson
11. Unisys
12. British Telecom
13. Otago University
14. OJIFS
15. NZDF

### Key areas of Expertise

1. **LEADERSHIP:** Enabled the business to overachieve delivering the 2018 \$ 3.2BN targets
2. **BUSINESS TRANSFORMATION & CHANGE MGMT:** \$100sm savings. 51% increase Cust Sat
3. **FINANCIAL & SALES MGMT:** Captured, over \$500M worth of New ICT business.
4. **STRATEGY & CORPORATE DEVELOPMENT:** Led strategic business case \$0-100M capital projects.
5. **AGILE INNOVATION / PRODUCT / PROGRAM & CHANNEL MGMT:** London Air traffic CC
6. **GOVERNANCE:** Auckland Rugby COD, AGI Academic Advisory .

### Qualifications

1. Massey University NZ Masters Supply Chain Management (MSc) First Class (A) Pass
2. Chartered Fellowship Chartered Institute of Procurement & Supply (FCIPS)
3. NZRFU- Level 2 (Principles of Rugby Coaching) – IRB Level 2 Coach
4. Prince 2 Project management Foundation
5. Agile Lean Procurement
6. Institute of Executive Coaching Level 1 & 2 (IEC-Sydney)
7. Brighton College of Technology: Electronics & Telecommunications (BTEC)